



Docket No.: 7374

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

APPLICANT: O'Donnell et al. **GROUP:** 3752
SERIAL NO: 10/800,796 **EXAMINER:** Patrick Brinson
FILED: March 15, 2004
FOR: ROPE AND WEBBING PROTECTOR

Mail Stop: Amendment
Commissioner of Patents
P.O. Box 1450
Alexandria, Virginia 22313-1450

SECOND DECLARATION OF MARK G. O'DONNELL

I, Mark G. O'Donnell, of 50 Sagamore Drive, Andover, MA 01810, hereby
declare as follows:

1. This Declaration supplements the earlier Declaration by myself that was filed on January 27, 2005. I affirm each of the statements made in the Declaration filed January 27, 2005.
2. To date, Trach Mate, Inc. as sold over 5,149 SPIROLL® rope protectors, and sales are continuing to increase as shown in the attached summary. The SPIROLL ® rope protector is shown and described in the Declaration filed January 27, 2005.

3. It remains my experience from discussions with customers that the strong commercial interest in the SPIROLL® brand rope protector is due to the product being able to be easily applied to and positioned on a rope (without requiring a fixed attachment), yet provide sufficient protection through the use of wrapping the protector around the rope with sufficient overlap to provide an underlying abrasion resistant surface under the exposed abrasion resistant outer surface.

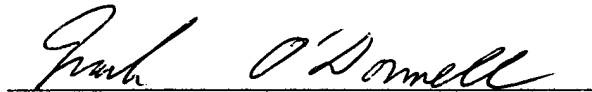
4. In particular, it is my understanding that the feature of the product having a small constricting force provided by the spiral shape that provides a snug fit around the rope or webbing along the full length of the protector with sufficient gripping force as to inhibit slippage along the length of the rope or webbing when no external force is applied to the protector is an important feature to customers. It is also my understanding that a significant feature to customers is the resistance provided by the product to being unwrapped when slid sideways along a rough, hard surface in a direction transverse to the length of the spiral.

5. It is also my understanding that the feature of the product having a memory that produces a small constricting force that provides a snug fit around the rope or webbing along the full length of the protector with sufficient gripping force as to inhibit slippage along the length of the rope or webbing when no external force is applied to the protector, yet permit slippage along a length of the rope or webbing when a sufficient external force is applied to the protector is also an important feature to customers.

6. It is my understanding and belief based on conversations with customers that the above features of the SPIROLL® product are responsible for the significant commercial success with which the SPIROLL® product has been met in the market.

7. I acknowledge that willful false statements and the like are punishable by fine or imprisonment, or both, under 18 U.S.C. §1001, and that such willful false statements and the like may jeopardize the validity of the application or document or any registration resulting therefrom, and I further declare that all statements made of my knowledge are true and that all statements made on information and belief are believed to be true.

Date: April 10, 2006

A handwritten signature in cursive script, reading "Mark O'Donnell", written over a horizontal line.

Mark O'Donnell

50 Sagamore Drive
Andover, MA 01810



Unit Sales

